



Adelaida Marquez
Research and Development Manager

Bluefield Associates Inc.

Bluefield Associates Inc. – winner of Ex-Im Bank’s Small Business Exporter of the Year award in 2004 – is a minority-owned small business manufacturer of skin care products that uses Ex-Im Bank’s multibuyer export credit insurance and working capital guarantee products to export to 12 countries in West Africa and Europe.

The privately owned company, which was founded in 1991, currently has approximately 50 employees, 32 of whom were added to the payroll after the company began using Ex-Im

Bank’s small business insurance policy in 1999. In the past five years, the company has increased its sales by more than 100 percent and tripled the number of its foreign buyers.

Ex-Im Bank’s short-term, multi-buyer insurance minimizes risk and enables Bluefield to sell to international customers with protection against buyer default for either political or commercial reasons. Export credit insurance also functions as a financing tool because lenders are more willing to extend working capital loans against insured foreign receivables.

Bluefield also has an Ex-Im Bank-guaranteed working capital line of credit from East West Bank of San Marino, Calif. Bluefield uses Ex-Im Bank’s working capital guarantee to enable its lender to lend against foreign accounts receivable and increase working capital. East West Bank is an Ex-Im Bank delegated authority lender that can commit Ex-Im Bank’s working capital guarantee at the time that the loan is processed.

Bluefield’s core market is in sub-Saharan Africa, where Ex-Im Bank’s products have opened up sales opportunities that previously had been inaccessible for lack of credit from commercial banks.

Fiscal year 2004 was Ex-Im Bank’s best year ever in terms of the number of transactions (160) authorized for sub-Saharan Africa.



U S A	EXPORTS TO Sub-Saharan Africa, Europe	COMPANY BLUEFIELD ASSOCIATES INC.	
	GIVEN NAME Dr. Iheatu Obioha	CITY/STATE Ontario, CA	MANUFACTURES Skin Care Products

TITLE
President and CEO

SIGNATURE

AUTHORITY



“Ex-Im Bank’s financing is tailor-made for businesses like ours. In just five years of using Ex-Im Bank products, we increased our foreign buyers from five to 15 and increased our sales by over 100 percent.”

Dr. Iheatu Obioha
President and CEO

Bluefield Associates Inc.